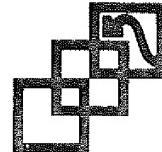


# EXHIBIT 5



CENTER FOR LEADERSHIP STUDIES  
P.O. Box 1536 • 230 West Third, Escondido, CA 92025 • (714) 741-6595



May 20, 1981

Dr. Kenneth Blanchard  
BlanchardTraining & Development, Inc.  
2048 Aldergrove Avenue  
Suite B  
Escondido, CA 92025

Dear Ken:

The enclosed check applies to the \$30,000.00 the Center owes you for purchase of partnership.

At this time we are paying \$10,000.00 less the amount owed to the Center for materials purchased by you (\$5,203.21 - see enclosed billing). This leaves you with a zero balance as of May 20, 1981.

We have also deducted from this \$10,000.00 the medical/life insurance payment of \$291.50 for the month of May, less car lease payment of \$279.53 for May and less renewal on 1981-82 license for \$131.00

\$10,000.00 less
5,203.21
291.50
279.53
131.00
<hr/>
4,094.76

Check for \$4,094.76 enclosed.

Sincerely,

*Mary*  
Mary DeLuca  
Office Manager  
Center for Leadership Studies

Enclosures

101 "T-1 Center for Leadership FROM  
136 W. 3rd Ave.  
Escondido, CA 92025  
**QUALITY ACCEPTANCE CORP.**  
P. O. Box 368  
Escondido, CA 92025  
(714) 745-7221

SUBJECT Renewal of 1981-82 license fees Date 4/17/81  
MESSAGE We have renewed your 1981-82 license  
fees which are due on 5/16/81.  
Please remit \$131.00 and your tags  
will be mailed.

Car # 5US5633 Lic # CLS02 Ken  
Signed ll  
REPLY Car lease is May 279.53

Signed Date / /  
SEND PARTS 1 AND 3 WITH CARBON INTACT - PART 3 WILL BE RETURNED WITH REPLY  
04-E45823

Ken Blanchard Billing for Materials

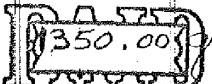
Date	#	Price	Name of instrument or materials
		224071	Previous Balance Due
4-1	300	22500	LEAD Other
4-1	300	22500	LEAD Scoring
4-10	100	7500	SL Summary
4-17	100	7500	Maturity Style Match - Manager
4-17	100	7500	Maturity Style Match - Staff
4-17	100	7500	Power Summary
4-21	100	7500	LEAD Self
4-21	100	7500	LEAD Other
4-21	100	7500	LEAD Scoring
4-27	100	7500	LEAD Other
4-27	100	7500	Maturity Style Match - Manager
4-27	100	7500	Maturity Style Match - Staff
5-4	300	22500	LEAD Self
5-4	300	22500	LEAD Other
5-4	600	45000	LEAD Scoring
5-4	100	7500	Maturity Style Match - Manager
5-4	100	7500	Maturity Style Match - Staff
5-5	200	15000	Colored Charts
5-5	150	11250	Maturity Style Match - Manager
5-5	150	11250	Maturity Style Match - Staff
5-6	200	15000	LEAD Scoring
5-6	75	5625	Maturity Style Match - Staff
5-6	75	5625	Maturity Style Match - Manager
5-19	100	7500	Colored Charts
<u>Total</u> as of 5/20/81		520321	5/20/81
31			
32			
33			
34			
35			
36			
37			
38			
39			
40			

Ken Blanchard  
Billing for Materials

Date	number	price	name of instrument
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1-12	200	15000	LEAD Self
1-13	200	15000	LEAD Other
1-12	200	15000	LEAD Score
1-13	200	15000	Colored Chart
1-13	100	7500	POWER, 6000 Handout
1-21	500	15000	LEAD Score
1-20	300	15000	Colored Chart
1-30	200	15000	Colored Chart
1-30	500	37500	LEAD Other
1-30	200	15000	LEAD Score

less                    165000  
135000

ps.  \$350.00 gross from CLS 2/1/81

Due from abv.		300	
2-9	1300	225	Colored Self
2-9	200	150	LEAD Self
2-9	300	225	LEAD Other
2-9	400	300	LEAD Score
2-17	500	375	LEAD Score
2-17	500	375	LEAD Other
2-17	300	225	LEAD Self
2-17	300	225	LEAD Colored Chart
3-2	10	5990	Family Game Books
3-6	500	37500	LEAD Self
3-6	500	37500	LEAD Other
3-6	500	37500	LEAD Score
3-6	500	37500	LEAD Colored Chart
3-19	20	<u>11980</u>	Family Game Books
		<u>401970</u>	

183899            paid  4/1/81

224071            Balance due